

# **EXHIBIT 16**

# **REDACTED**

## Message

**From:** Darren Tabor [REDACTED]  
**Sent:** 1/23/2001 11:35:00 PM  
**To:** Doug Lombardi [REDACTED]  
**CC:** Todd Northcutt [REDACTED]  
**Subject:** RE: Counter-Strike.Net  
**Attachments:** cs.xls

Hi Doug,

I've attached a spreadsheet that shows the information you requested. Of the ad units we have discussed for counter-strike.net, banners have the highest CPM. The larger, 120x90 buttons come in second. Our average CPM for both of these ad units during Q4 2000 was around \$10.0 with approximately 25% of the network inventory sold. I am also using 15 million as a monthly average for banner impressions, which may be more than CS is currently serving. I hope this information is helpful. Please let me know if you have any questions or require additional information.

Darren

> -----Original Message-----

> From: Doug Lombardi [REDACTED]  
 > Sent: Monday, January 22, 2001 11:28 AM  
 > To: 'Darren Tabor'  
 > Cc: Todd Northcutt  
 > Subject: RE: Counter-Strike.Net

>  
 > Is there anything you can provide us with that will give us a  
 > sense of the  
 > potential with GSI?

>  
 > For example, can you run a 3-scenario spreadsheet with CS  
 > inventory sold  
 > poorly, OK, and max'd out based on your current average CPM?

> -----Original Message-----

> From: Darren Tabor [REDACTED]  
 > Sent: Friday, January 19, 2001 4:41 PM  
 > To: 'Doug Lombardi'  
 > Cc: Todd Northcutt  
 > Subject: RE: Counter-Strike.Net

> Hi Doug -

>  
 > We are just completing our acquisition of Mplayer - and are  
 > picking up a 20  
 > million reach network as part of the deal. This network  
 > exists without  
 > guarantees - it's the only way to stay in business at this time.

>  
 > I'm not entirely comfortable with any guarantees, but I feel  
 > that working  
 > with Valve and the counter-strike team is the right thing to do.

>  
 > \$5k is necessarily our highest offer - I'll understand if we  
 > are outbid by  
 > someone else.

>  
 > Darren L. Tabor  
 > Gaming Network Director  
 > GameSpy Industries  
 > Winner of the 2000 Webby Award

> > -----Original Message-----

> > From: Doug Lombardi [REDACTED]  
 > > Sent: Friday, January 19, 2001 12:45 PM  
 > > To: 'Darren Tabor'  
 > > Cc: Todd Northcutt  
 > > Subject: RE: Counter-Strike.Net

> >  
> >  
> > I appreciate the climate, but still feel this is a premium  
> > commodity and a  
> > huge win for GSI.  
> >  
> > If you all can move the minimum monthly commit up just a bit,  
> > \$7k so we're  
> > perfectly clear, we can wrap this up today.  
> >  
> > -----Original Message-----  
> > From: Darren Tabor [REDACTED]  
> > Sent: Friday, January 19, 2001 12:05 PM  
> > To: 'Doug Lombardi'  
> > Cc: Todd Northcutt  
> > Subject: RE: Counter-Strike.Net  
> >  
> >  
> > The current advertising environment is quite challenging.  
> > NBCi just laid  
> > off 30% of its workforce because of sagging ad sales. It  
> > will difficult for  
> > us to break even hosting the site without running  
> additional ad units  
> > (skyscrapers, pop-ups, etc.), especially when you add  
> > hardware and bandwidth  
> > usage. It is impossible for me to predict whether the  
> > current ad sales  
> > market will improve in the near future. We have a team of  
> > almost 20 people  
> > that will spend all of this year selling ads, so we may be  
> > able to pay CS  
> > more than the guarantee rather quickly. I hope so, but I  
> > cannot commit to a  
> > higher guarantee at this time.  
> >  
> > > -----Original Message-----  
> > > From: Doug Lombardi [REDACTED]  
> > > Sent: Friday, January 19, 2001 11:47 AM  
> > > To: 'Darren Tabor'  
> > > Cc: Todd Northcutt  
> > > Subject: RE: Counter-Strike.Net  
> > >  
> > >  
> > > Hi Darren,  
> > >  
> > > Thanks for the quick reply.  
> > >  
> > > As I mentioned to Todd last week, we are not interested in  
> > > mixing product or  
> > > merchandising decisions with the site agreement--I would like  
> > > to ask now  
> > > that we completely remove from this discussion/negotiation.  
> > >  
> > > The Linux issue is a huge win--that will help.  
> > >  
> > > On the montlies, in your deal points/offer letter you set a \$5,000  
> > > guaranteed against 25% ad share. With a site such as CS' and  
> > > your current  
> > > gross CPM average, I'm not seeing why moving the min commit  
> > > up a bit from  
> > > \$5,000 is such a risk -- does GSI really feel that the  
> > > official CS' will  
> > > only produce a total monthly average revenue/worth of \$20k  
> > > over the course  
> > > of 2001?  
> > >  
> > > -----Original Message-----  
> > > From: Darren Tabor [REDACTED]  
> > > Sent: Friday, January 19, 2001 11:33 AM  
> > > To: 'Doug Lombardi'  
> > > Cc: Todd Northcutt  
> > > Subject: RE: Counter-Strike.Net  
> > >  
> > >  
> > > Hi Doug,  
> > >  
> > > We would love to work with you and the Counter Strike team.

> > > Clearly there  
> > > are a lot of synergies. We are very interested in working  
> > > with the team to  
> > > generate income from merchandise, co-branded software, and  
> > > other methods  
> > > beyond advertising. However, this is as far as we can go  
> > > currently for  
> > > monthly guarantees from advertising. I believe this will  
> > > actually be much  
> > > better for the team in the long run. Diversification equals  
> > > survival. :-)

> > > The backend should not be much of an issue. We can take  
> > > care of their  
> > > needs. In the past we have run WinNT, Win2k, Linux, Unix,  
> > > FreeBSD, Solaris,  
> > > and other OSS. I am sure that we either have a system that  
> > > we can provide  
> > > to meet their needs or can quickly run the hardware to  
> > > operate their current  
> > > systems.

> > > Darren

> > > -----Original Message-----  
> > > From: Doug Lombardi [REDACTED]  
> > > Sent: Friday, January 19, 2001 11:12 AM  
> > > To: 'Darren Tabor'  
> > > Cc: Todd Northcutt  
> > > Subject: RE: Counter-Strike.Net

> > > Hi Darren,

> > > The CS guys are still reviewing this. We're down to you all  
> > > and one other  
> > > group, who is offering a higher min commit on the monthlies  
> > > and Linux  
> > > backend.

> > > Anything we can do to sweeten GSI's offer on either of  
> > > those points?

> > > -----Original Message-----  
> > > From: Darren Tabor [REDACTED]  
> > > Sent: Friday, January 19, 2001 11:07 AM  
> > > To: 'Doug Lombardi'  
> > > Cc: Todd Northcutt  
> > > Subject: RE: Counter-Strike.Net

> > > Hi Doug,

> > > Do you have any feedback from the CS team about the offer?

> > > Darren

> > > -----Original Message-----  
> > > From: Doug Lombardi [REDACTED]  
> > > Sent: Tuesday, January 16, 2001 5:54 PM  
> > > To: 'Darren Tabor'  
> > > Cc: Todd Northcutt  
> > > Subject: RE: Counter-Strike.Net

> > > Hi guys,

> > > Thanks for this. Please give me a day to route it by everyone.

> > > Cheers

> > > -----Original Message-----  
> > > From: Darren Tabor [REDACTED]  
> > > Sent: Tuesday, January 16, 2001 3:22 PM  
> > > To: Doug Lombardi (E-mail)  
> > > Cc: Todd Northcutt  
> > > Subject: Counter-Strike.Net

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> > > >
> > > > Hi Doug,
> > > >
> > > > I appreciate the opportunity to host Counter Strike on the
> > > > GameSpy Network.
> > > > This is a different type of arrangement than we would
> > > > typically offer a
> > > > website, but Counter Strike is definitely an atypical
> > > > website. :-)
> > > >
> > > > I believe we are one virtual handshake away from a deal. The
> > > > basic terms
> > > > that you outlined are fair for everyone involved.
> > > > There are a few
> > > > additional items I would like to include in the agreement,
> > > > but none of them
> > > > materially alter your counter-offer.
> > > >
> > > > Here is what I propose:
> > > >
> > > > *****
> > > >
> > > > We will host the official website for Counter Strike at
> > > > www.counter-strike.net. This site will be initially hosted
> > > > on our main
> > > > cluster of web servers. We will host the Counter Strike
> > > > forums on a
> > > > separate webserver, if necessary. We will offer free hosting
> > > > to all of the
> > > > sites hosted by Counter Strike and we will host them under
> > > > their current
> > > > sub-domains.
> > > >
> > > > The official Counter Strike website will replace the current
> > > > ads with the
> > > > standard ad units we run on our planet sites. These ads
> > > > include one 468 x
> > > > 60 banner, one 120 x 90 button, one 88 x 31 micro-button, and
> > > > one text ad.
> > > > The site will also run the flash/dhtml GameSpy Network
> > > > imprint at the top of
> > > > each page. We will provide the code for each of these items.
> > > > The sites
> > > > hosted on counter-strike.net will include one 468 x 60
> > > > banner on each
> > > > webpage. The hosted sites will be expected to follow network
> > > > guidelines,
> > > > including the use of FilePlanet for all downloads.
> > > >
> > > > We will provide the Counter Strike team with access to the
> > > > GameSpy Daily
> > > > news system. This will allow them to easily enter news on
> > > > counter-strike.net and "push" news across the GameSpy
> > > > Network. We will
> > > > provide them with the code to implement the news system.
> > > >
> > > > We will pay the Counter Strike team a 25% revenue share from
> > > > ads shown on
> > > > counter-strike.net, with a $5,000 per month minimum
> > > > guarantee.
> > > >
> > > > The Counter Strike website will list FilePlanet as the
> > > > first download
> > > > location for each file listed on the website.
> > > >
> > > > The contract is for one year, automatically renewable.
> > > >
> > > > GSI and CS will work in good faith to pursue other financial
> > > > opportunities.
> > > > These opportunities include, but are not limited to, the
> > > > creation of a
> > > > co-branded version of GameSpy Arcade, the retail sale of
> > > > CS-related
> > > > merchandise in the GameSpy store, and the sale of custom cds.
> > > >
> > > > The contract is for one year, automatically renewable.
> > > >
> > > > *****

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> > > > >  
> > > > > So, what do you think? I've done my very best to keep the  
> > > > > legalize to an  
> > > > > absolute minimum, but GameSpy has not squeezed all of the  
> > > > > lawyer out of me  
> > > > > yet. :-)  
> > > > >  
> > > > > Darren L. Tabor  
> > > > > Gaming Network Director  
> > > > > GameSpy Industries  
> > > > > Winner of the 2000 Webby Award  
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